

**GOVERNMENT OF INDIA
PETROLEUM AND NATURAL GAS
LOK SABHA**

UNSTARRED QUESTION NO:4787

ANSWERED ON:19.12.2002

EXPANSION OF ACTIVITIES OF IOCL IN SOUTH-EAST ASIA

PATY RIPPLE KYNDIAH

Will the Minister of PETROLEUM AND NATURAL GAS be pleased to state:

(a): whether the Indian Oil Corporation Limited is targeting new markets in South-east Asia to expand its activities;

(b): if so, the details thereof; and

(c): the modalities worked out to enter these foreign markets?

Answer

MINISTER OF STATE IN THE MINISTRY OF PETROLEUM AND NATURAL GAS AND MINISTER OF STATE IN THE MINISTRY OF PARLIAMENTARY AFFAIRS (SHRI SANTOSH KUMAR GANGWAR)

(a): Yes, Sir.

(b)&(c): Indian Oil Corporation Limited (IOC) has launched a series of strategic initiatives and set up overseas offices at Kuala Lumpur for coordinating business activities in the region and for seeking new customers for its products and services. A Franchise Blender cum Distributor has also been appointed by the Corporation in Malaysia, who blends and markets SERVO lubricants in the South East Asia. IOC has also plans to tap the markets in Thailand, Philippines and Indonesia. Further, IOC has plans to initiate dialogue with the national oil companies in these countries for collaboration and also to institute consultants for advising the mode of entry, identifying possible partners and exploiting business opportunities in these countries.